8/1/88

A 6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448

FIRST HALF SALES FOR METAL TREATING INDUSTRY TOP 1987 FIGURES BY 12.5%

For the first six months of 1988 billings reached $285.4 million, compared to $253.7 million in 1987.

June sales amounted to $49.2 million, up 13.7% over June 1987 when billings totaled $43.2 million.

All MTI districts improved their performance over June 1987 and over the first half of 1987.

A summary of percentage change by geographic regions follows:

	District	Jun 88 vs. Jun 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	3.9	0.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	9.9	11.1
3	South Central (W.PA-OH-IN-KY)	6.7	10.1
4	Michigan	15.9	6.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	16.5	11.6
6	North Central (IL-WI-MN-MO-IA)	13.4	18.0
7	Pacific Coast (CA-AZ-ORE-WASH)	6.3	5.8
8	Southwest (TX-OK-AR-CO-LA-UT)	40.0	48.3
9	Canada	31.1	17.6

8/1/88 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1988

BILLINGS FOR MONTH

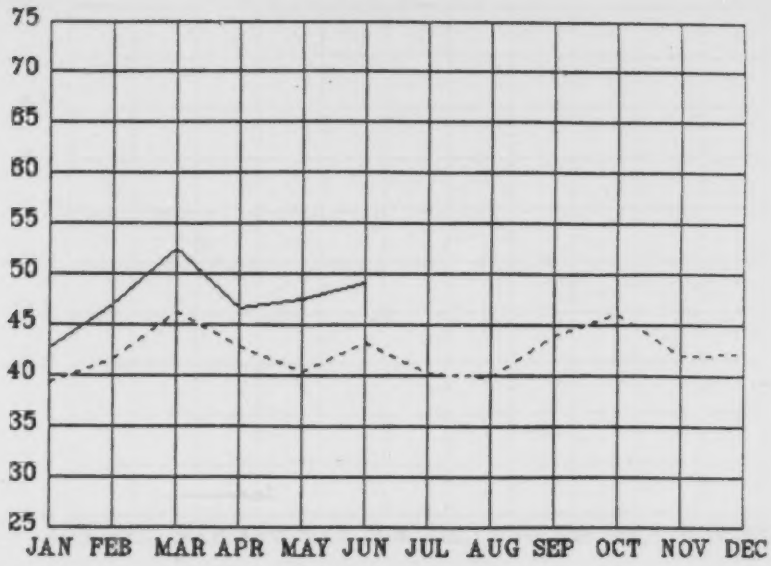
	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	43232.2	49159.5	13.7	100.0	100.0
Dist. 1	19	3269.1	3396.9	3.9	7.6	6.9
Dist. 2	42	4461.5	4901.7	9.9	10.3	10.0
Dist. 3	61	7729.4	8248.1	6.7	17.9	16.8
Dist. 4	32	5533.2	6411.8	15.9	12.8	13.0
Dist. 5	24	2387.4	2781.5	16.5	5.5	5.7
Dist. 6	50	7957.3	9023.6	13.4	18.4	18.4
Dist. 7	34	5686.3	6042.6	6.3	13.2	12.3
Dist. 8	22	2401.6	3363.0	40.0	5.6	6.8
Dist. 9	23	3806.6	4990.3	31.1	8.8	10.2
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	253692.0	285442.3	12.5	100.0	100.0
Dist. 1	19609.7	19719.0	0.6	7.7	6.9
Dist. 2	25796.5	28668.2	11.1	10.2	10.0
Dist. 3	44267.2	48724.9	10.1	17.4	17.1
Dist. 4	34481.1	36636.7	6.3	13.6	12.8
Dist. 5	14101.8	15741.8	11.6	5.6	5.5
Dist. 6	44952.0	53025.1	18.0	17.7	18.6
Dist. 7	34070.3	36038.4	5.8	13.4	12.6
Dist. 8	13236.7	19624.8	48.3	5.2	6.9
Dist. 9	23177.0	27263.6	17.6	9.1	9.6

1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87

MILLIONS NATIONAL BILLINGS

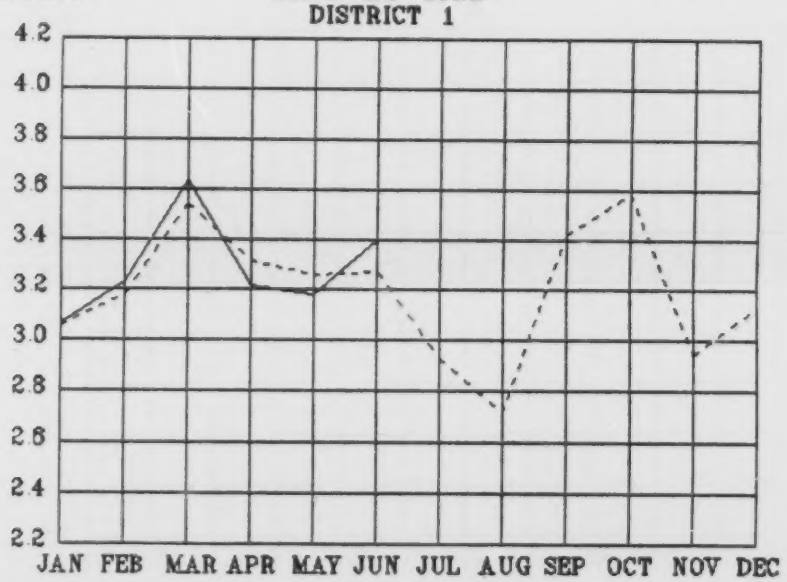


1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.5	13.0	13.4	8.8	17.5	13.7						
% Change	Cumulative	8.5	10.8	11.8	11.0	12.3	12.5						

MILLIONS MASS.-R.I.-CONN. DISTRICT 1



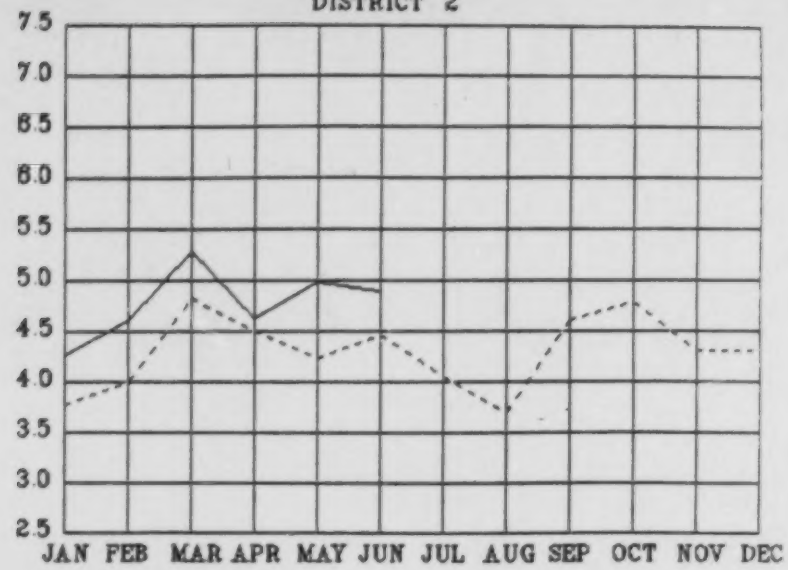
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	1.6	2.6	-2.9	-2.5	3.9						
% Change	Cumulative	0.4	1.0	1.6	0.5	-0.1	0.6						

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



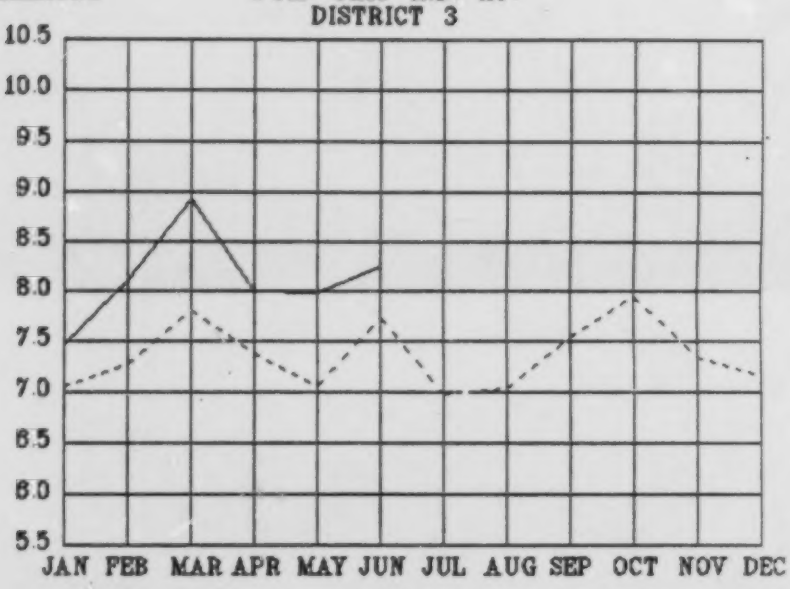
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	14.9	9.5	2.5	17.9	9.9						
% Change	Cumulative	13.5	14.2	12.4	9.8	11.4	11.1						

MILLIONS

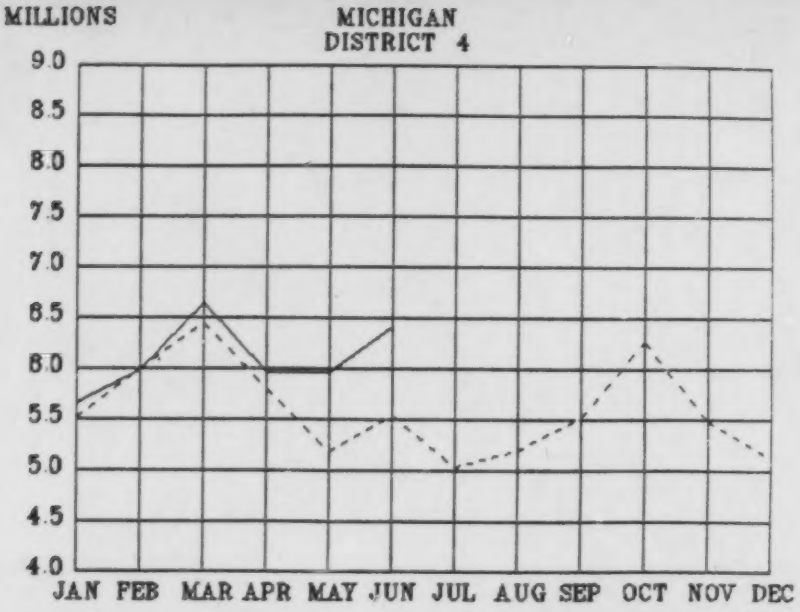
W.PA.-OHIO-IND.-KY.
DISTRICT 3



1987 - - - -

1988 ———

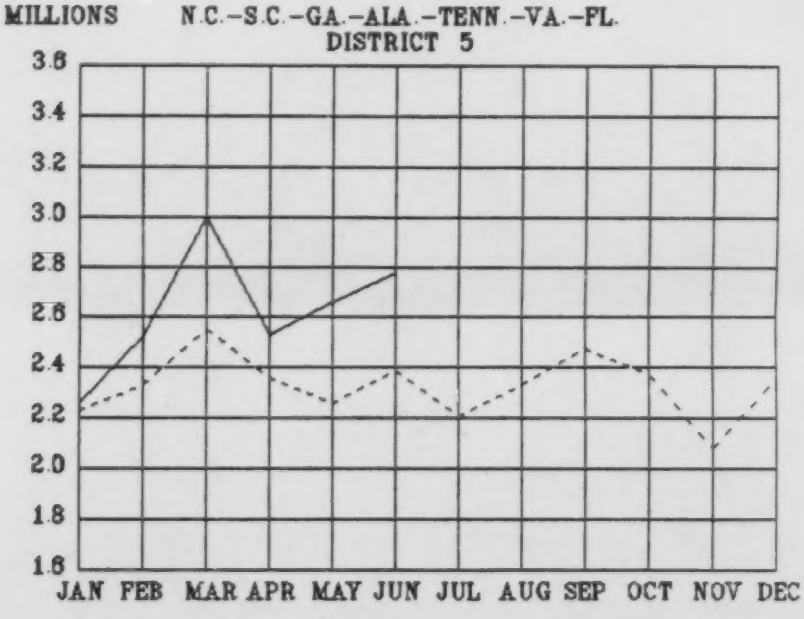
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.8	11.5	14.4	8.5	13.4	6.7						
% Change	Cumulative	5.8	8.7	10.7	10.2	10.8	10.1						



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	-0.3	3.0	2.8	15.4	15.9						
% Change	Cumulative	2.6	1.1	1.8	2.0	4.4	6.3						



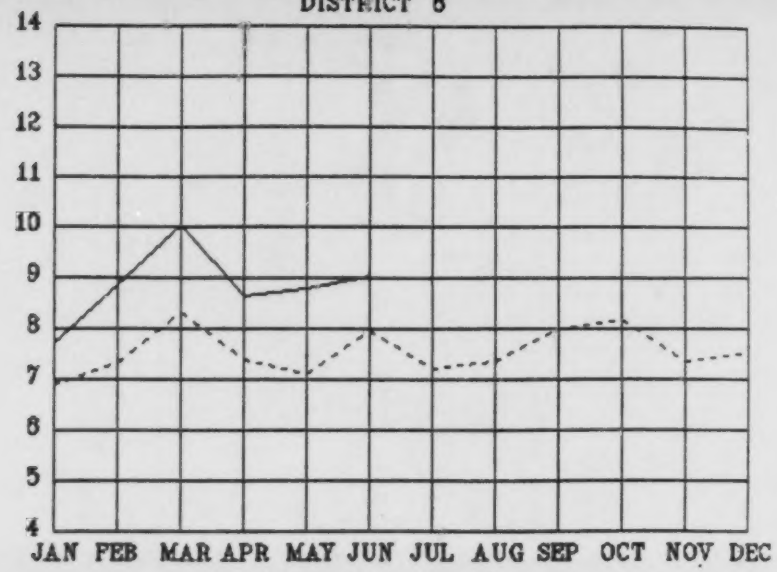
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5						
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6						

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



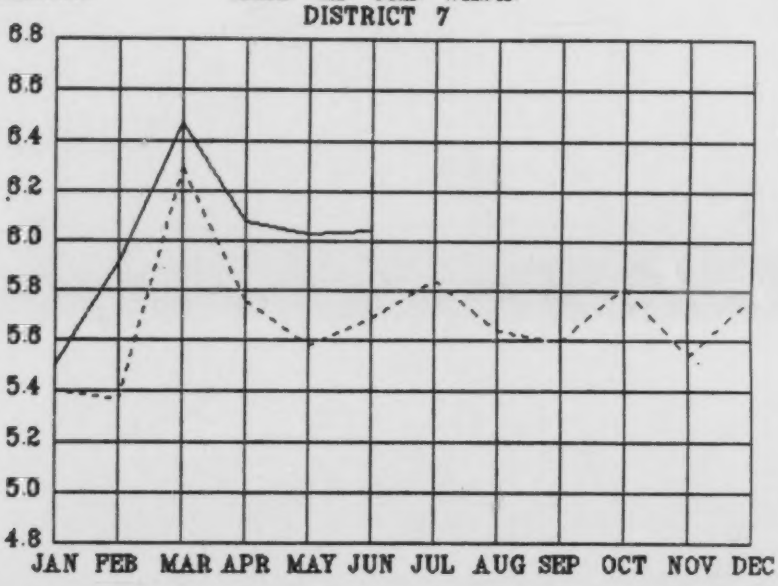
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	13.4						
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	18.0						

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



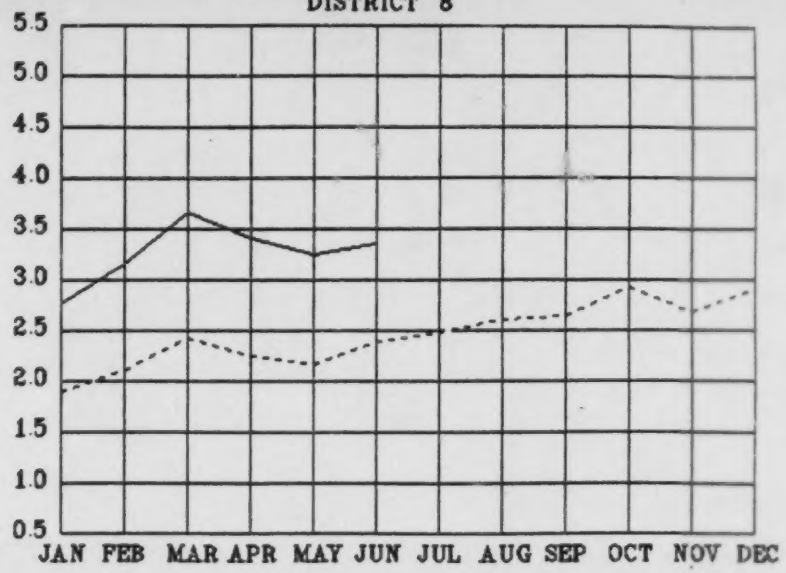
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.7	8.1	6.3						
% Change	Cumulative	1.8	6.0	4.9	5.1	5.7	5.8						

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



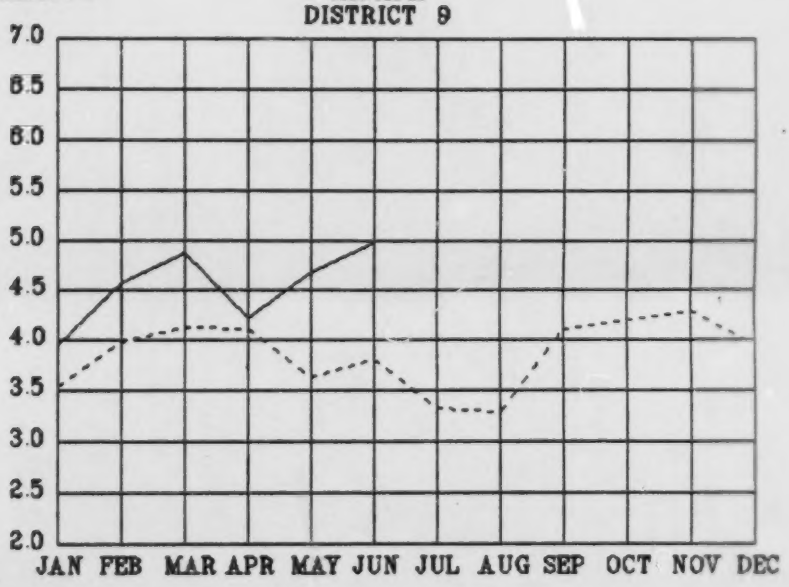
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0						
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3						

MILLIONS

CANADA
DISTRICT 9



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	14.8	18.1	2.4	29.0	31.1						
% Change	Cumulative	11.9	13.4	15.1	11.8	15.0	17.6						

A6326-1
8/30/88

MTI
MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 249-0448

FOR RELEASE:

IMMEDIATELY

COMMERCIAL HEAT TREATERS RECORD 3.6% INCREASE IN SALES OVER JULY 1987

Billings for July 1988 reached $41.5 million, up from the July 1987 total of $40.0 million.

For 1988 taken as a whole, sales have outpaced 1987 by 11.3%. Billings in 1988 reached $326.7 million, up from $293.4 million in 1987.

Seven MTI districts improved their performance over July 1987 and eight districts exceeded the January-July period of 1987.

A summary of percentage change by geographic regions follows:

	District	Jul 88 vs. Jul 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 5.8	0.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.7	9.9
3	South Central (W.PA-OH-IN-KY)	5.5	9.6
4	Michigan	2.5	5.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	10.3	11.4
6	North Central (IL-WI-MN-MO-IA)	0.5	15.3
7	Pacific Coast (CA-AZ-ORE-WASH)	- 2.5	4.6
8	Southwest (TX-OK-AR-CO-LA-UT)	22.6	44.2
9	Canada	11.0	16.8

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JULY, 1988

BILLINGS FOR MONTH

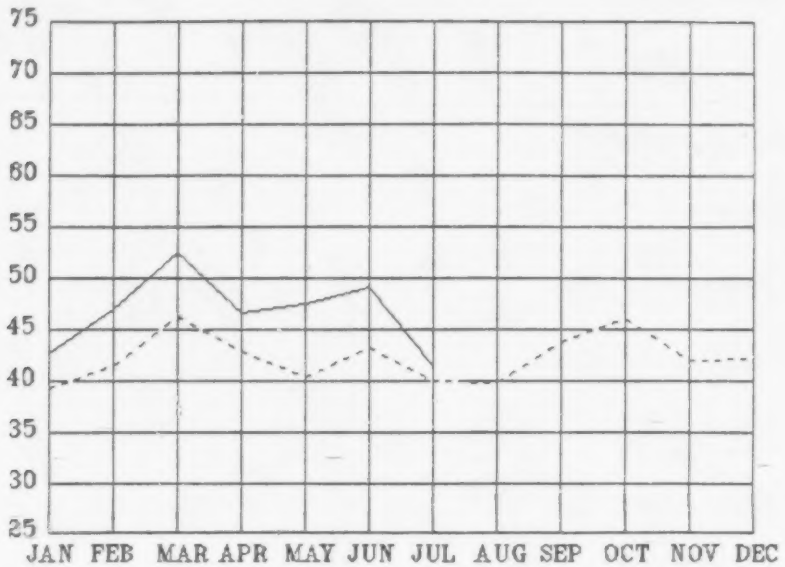
	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	40026.8	41478.1	3.6	100.0	100.0
Dist. 1	21	2926.6	2758.1	- 5.8	7.3	6.6
Dist. 2	42	4059.4	4128.6	1.7	10.1	10.0
Dist. 3	67	6910.0	7288.3	5.5	17.3	17.6
Dist. 4	34	5042.7	5170.0	2.5	12.6	12.5
Dist. 5	29	2205.0	2431.3	10.3	5.5	5.9
Dist. 6	52	7225.7	7260.1	0.5	18.1	17.5
Dist. 7	39	5844.1	5699.6	- 2.5	14.6	13.7
Dist. 8	27	2487.2	3049.4	22.6	6.2	7.4
Dist. 9	22	3326.1	3692.8	11.0	8.3	8.9
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	293401.8	326670.6	11.3	100.0	100.0
Dist. 1	22536.2	22526.6	0.0	7.7	6.9
Dist. 2	29855.9	32826.1	9.9	10.2	10.0
Dist. 3	50860.3	55754.3	9.6	17.3	17.1
Dist. 4	39523.7	41806.8	5.8	13.5	12.8
Dist. 5	16306.8	18173.1	11.4	5.6	5.6
Dist. 6	52177.7	60185.2	15.3	17.8	18.4
Dist. 7	39914.4	41768.0	4.6	13.6	12.8
Dist. 8	15723.9	22674.2	44.2	5.4	6.9
Dist. 9	26503.1	30956.3	16.8	9.0	9.5

1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88

MILLIONS NATIONAL BILLINGS

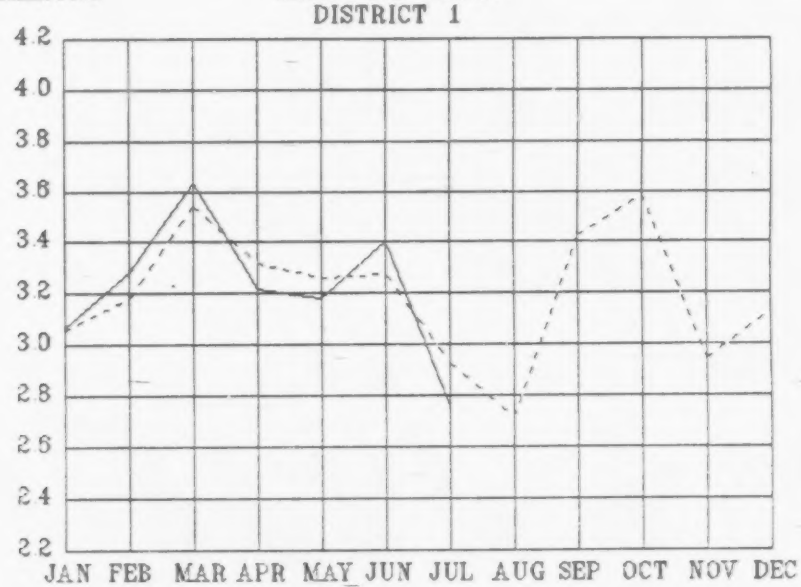


1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.4	13.2	13.4	8.9	17.6	13.7	3.6					
% Change	Cumulative	8.4	10.9	11.8	11.1	12.3	12.6	11.3					

MILLIONS MASS.-R.I.-CONN. DISTRICT 1



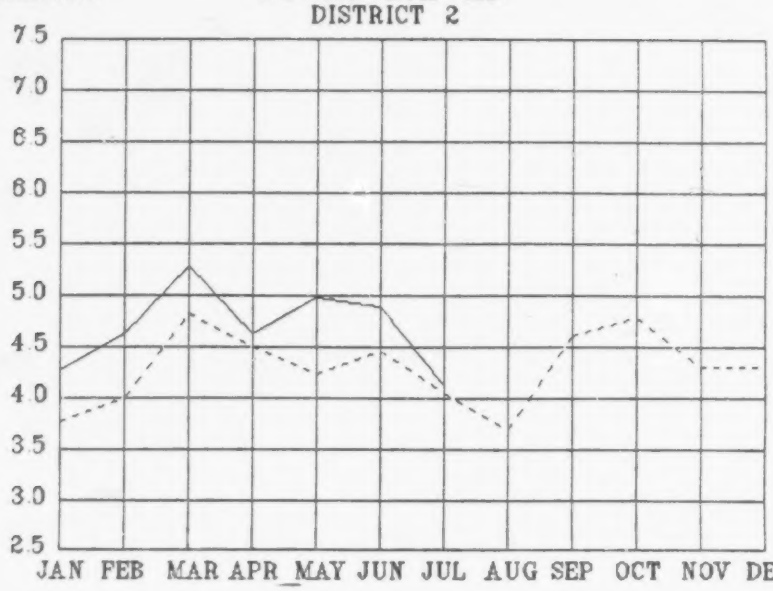
1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-2.5	3.9	-5.8					
% Change	Cumulative	0.4	1.8	2.1	0.8	0.2	0.8	0.0					

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



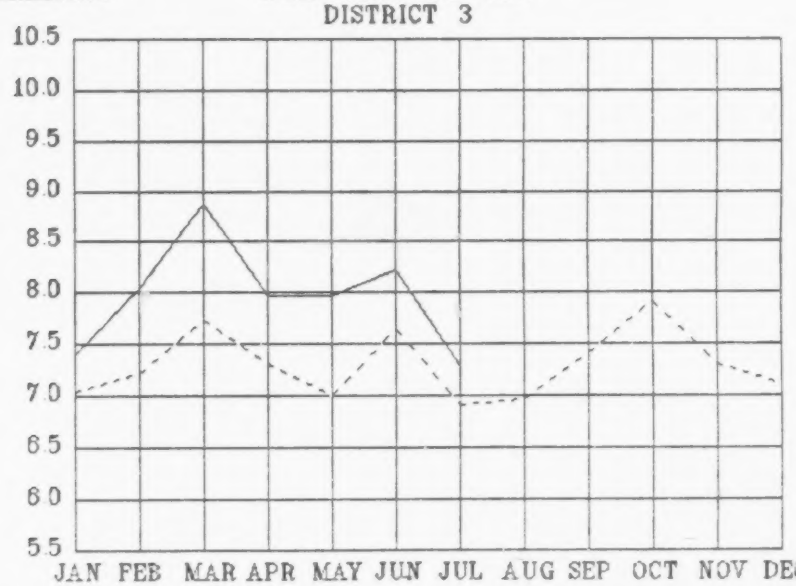
1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.5	15.6	9.5	2.5	17.9	9.9	1.7					
% Change	Cumulative	13.5	14.6	12.6	10.0	11.5	11.2	9.9					

MILLIONS

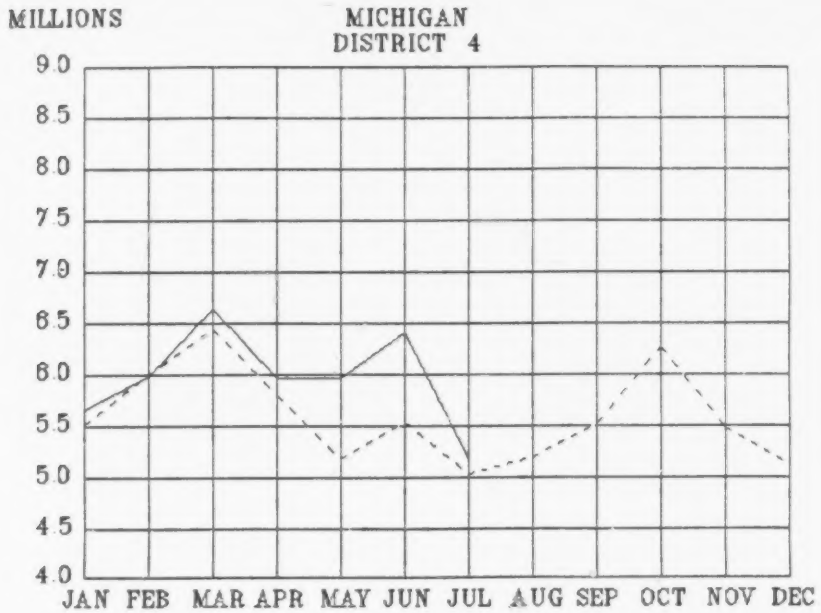
W.PA.-OHIO-IND.-KY.
DISTRICT 3



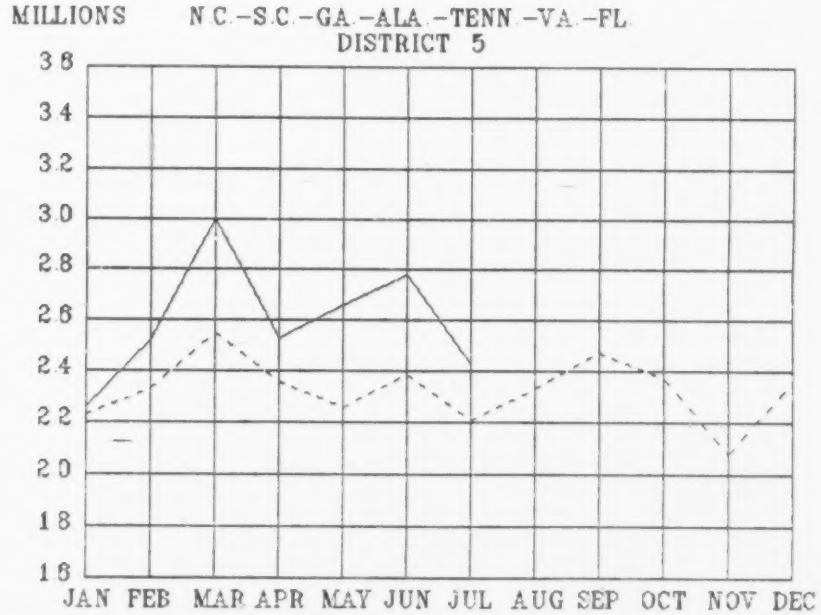
1987 - - - -

1988 _____

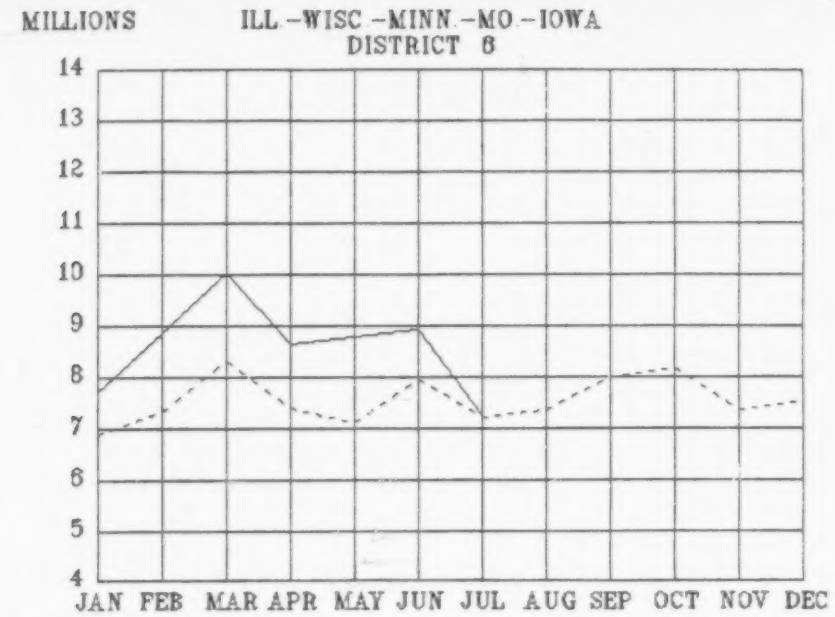
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.2	11.4	14.7	8.9	13.7	7.5	5.5					
% Change	Cumulative	5.2	8.4	10.6	10.2	10.9	10.3	9.6					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	-0.3	3.0	2.8	15.4	15.9	2.5					
% Change	Cumulative	2.6	1.1	1.8	2.0	4.4	6.3	5.8					



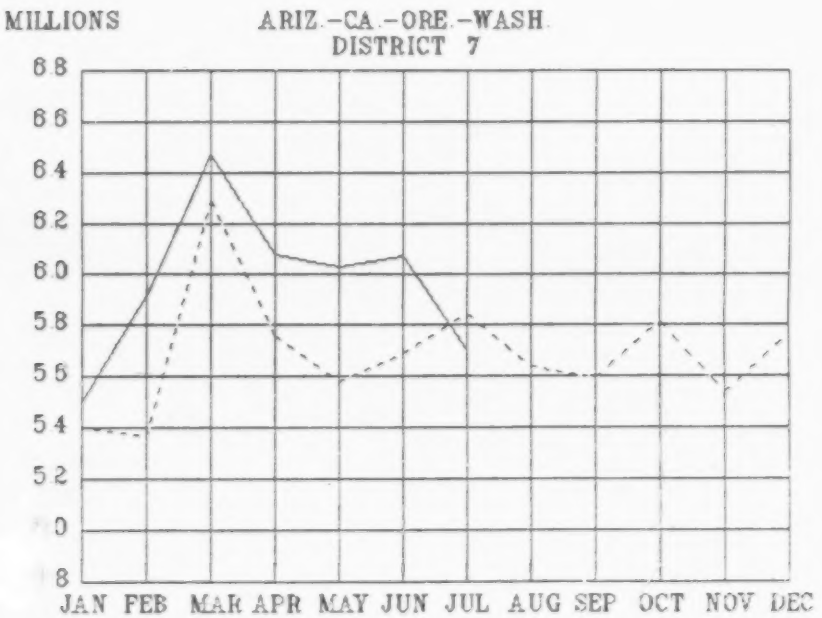
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3					
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4					



1987 - - - -

1988 ———

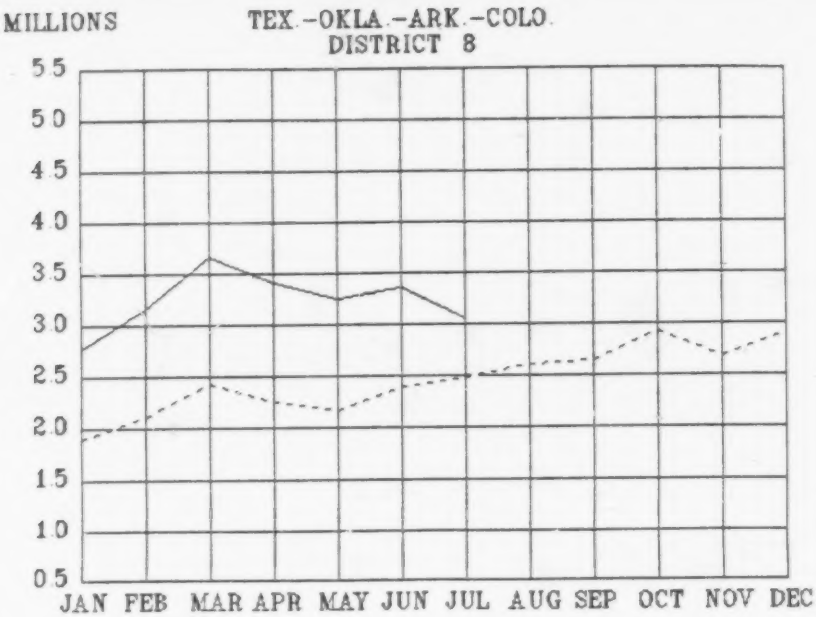
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5					
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3					



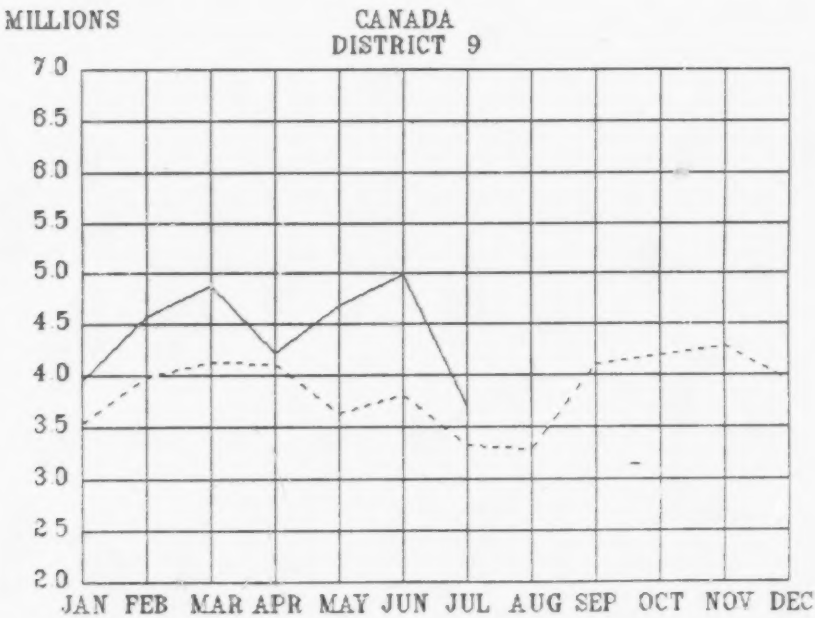
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.7	8.1	6.8	-2.5					
% Change	Cumulative	1.8	6.0	4.9	5.1	5.7	5.9	4.6					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6					
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	14.8	18.1	2.4	29.0	31.1	11.0					
% Change	Cumulative	11.9	13.4	15.1	11.8	15.0	17.6	16.8					

A6376-1
10/3/88

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

For further editorial information contact
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 249-0448

FOR RELEASE:

IMMEDIATELY

METAL TREATING INDUSTRY RECORDS 15.2% JUMP IN BILLINGS OVER AUGUST 1987

Sales for August 1988 amounted to $46.1 million, well above the total for August of 1987 of $40.0 million.

For the year-to-date, the Commercial Heat Treating industry has outperformed 1987 by 11.8%. Billings in 1988 equal $374.4 million, compared to $334.8 million in 1987.

Eight MTI districts increased their sales over August 1987 and all nine districts topped their performance for 1987.

A summary of percentage change by geographic regions follows:

	District	Aug 88 vs. Aug 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	6.6	0.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	22.2	11.3
3	South Central (W.PA-OH-IN-KY)	16.6	10.5
4	Michigan	13.6	7.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	14.7	11.9
6	North Central (IL-WI-MN-MO-IA)	15.4	15.3
7	Pacific Coast (CA-AZ-ORE-WASH)	- 4.3	3.5
8	Southwest (TX-OK-AR-CO-LA-UT)	37.3	43.2
9	Canada	29.9	18.4

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1988

BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	40011.7	46094.8	15.2	100.0	100.0
Dist. 1	21	2717.6	2897.4	6.6	6.8	6.3
Dist. 2	42	3702.2	4525.1	22.2	9.3	9.8
Dist. 3	67	6970.8	8126.6	16.6	17.4	17.6
Dist. 4	34	5395.4	6128.4	13.6	13.5	13.3
Dist. 5	29	2326.6	2668.5	14.7	5.8	5.8
Dist. 6	52	7344.6	8474.2	15.4	18.4	18.4
Dist. 7	39	5637.9	5396.4	- 4.3	14.1	11.7
Dist. 8	27	2615.4	3589.8	37.3	6.5	7.8
Dist. 9	22	3301.2	4288.4	29.9	8.3	9.3
Foreign	10					

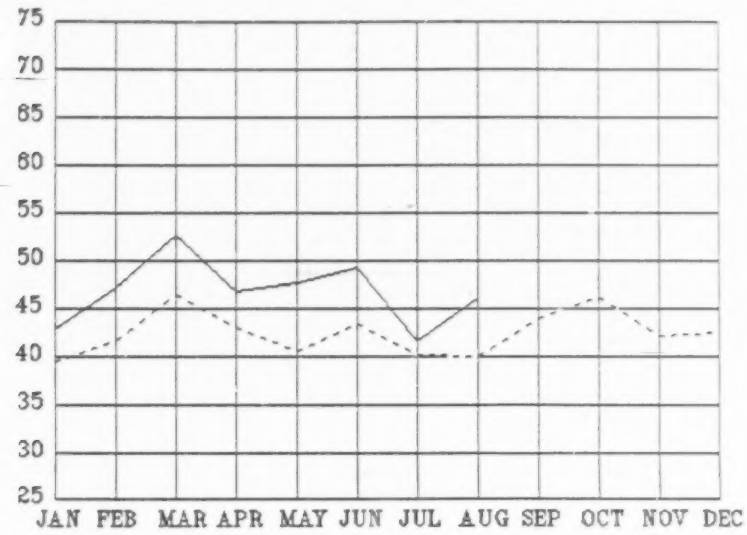
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	334767.0	374409.0	11.8	100.0	100.0
Dist. 1	25253.8	25424.0	0.7	7.5	6.8
Dist. 2	33558.1	37351.2	11.3	10.0	10.0
Dist. 3	57831.1	63880.9	10.5	17.3	17.1
Dist. 4	46200.1	49448.9	7.0	13.8	13.2
Dist. 5	18633.4	20841.6	11.9	5.6	5.6
Dist. 6	59522.4	68658.8	15.3	17.8	18.3
Dist. 7	45552.3	47164.4	3.5	13.6	12.6
Dist. 8	18339.3	26264.0	43.2	5.5	7.0
Dist. 9	29876.3	35375.1	18.4	8.9	9.4

1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88

MILLIONS

NATIONAL BILLINGS



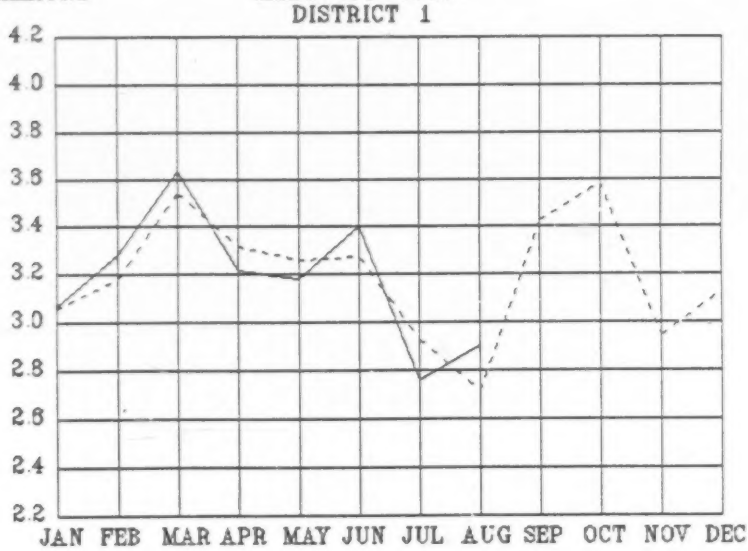
1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	13.3	13.6	9.0	17.7	13.7	3.7	15.2				
% Change	Cumulative	8.3	10.8	11.8	11.1	12.4	12.6	11.4	11.8				

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



1987 - - - -

1988 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-2.5	3.9	-5.8	6.6				
% Change	Cumulative	0.4	1.8	2.1	0.8	0.2	0.8	0.0	0.7				